

## Message Text

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ORIGIN AF-06

INFO OCT-01 ISO-00 MC-02 TRSE-00 OMB-01 EB-07 COME-00

SSO-00 NSCE-00 USIE-00 INRE-00 CIAE-00 DODE-00 PM-04

H-02 INR-07 L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02

SS-15 EUR-12 /069 R

DRAFTED BY AF/W:EWLOLLIS/MPH

APPROVED BY AF/W:JKBISHOP

DOD/ISA:WMOORE (IN SUB)

AF/IJOHN A ANDEREGG

PM/SAS:RSMITH (INFO)

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS IMMEDIATE

C O N F I D E N T I A L STATE 299409

E.O. 11652: GDS

TAGS: MASS, NI, US

SUBJECT: ROCKWELL MILITARY JET TRAINING PROJECT

REF: LAGOS 12144

1. FOLLOWING ITEM CARRIED ON REUTERS WIRE DECEMBER 18:  
QUOTE WASHINGTON, DEC 18, REUTER - NIGERIA HAS INDICATED  
THAT IT WILL SELECT AN AMERICAN FIRM FOR AN ESTIMATED 300  
MILLION DOLLAR CONTRACT TO SUPPLY AIRCRAFT AND TRAIN  
PILOTS FOR ITS AIR FORCE, INFORMED GOVERNMENT SOURCES SAID  
TODAY. THEY SAID ROCKWELL INTERNATIONAL HAS INFORMED THE  
U.S. EMBASSY IN NIGERIA THAT THE NIGERIAN GOVERNMENT HAS  
TOLD THE COMPANY IT WILL BE CHOSEN OVER TWO EUROPEAN FIRMS.  
IT IS BELIEVED THE CONTRACT FOR NEARLY 80 JET TRAINERS AND  
THE TRAINING OF UP TO 250 PILOTS ANNUALLY IN NIGERIA WOULD  
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BE THE LARGEST AMERICAN MILITARY SALE YET ON THE AFRICAN

SUBCONTINENT, THE SOURCES SAID. OIL-RICH NIGERIA HAD ALSO BEEN CONSIDERING BIDS BY THE BRITISH FIRM OF HAWKER SIDDELEY AND THE DASSAULT-BREGUET/DORNIER FRENCH/WEST GERMAN COMPANY FOR THE CONTRACT, SOURCES SAID. UNQUOTE.

2. REUTERS CORRESPONDENT TELEPHONED DOD/ISA/AFRICA REGION DECEMBER 15 AND AF/W DECEMBER 17 SAYING HE HAD LEARNED SUCH A DEAL IN THE MAKING, SEEKING CONFIRMATION, AND REQUESTING NAME OF AMERICAN FIRM INVOLVED AND OTHER DETAILS. BOTH ISA AND AF/W SAID THEY UNABLE CONFIRM AND GAVE NO DETAILS. ISA GAINED IMPRESSION THAT REUTERS CORRESPONDENT HAD BEEN TIPPED OFF BY ROCKWELL ITSELF. CORRESPONDENT TOLD AF/W HE HAD HEARD ABOUT THE DEAL AT THE PENTAGON FROM SOMEONE NOT DIRECTLY INVOLVED.

3. ROCKWELL INTERNATIONAL WASHINGTON OFFICE INFORMED AF/W ABOUT PROJECT NOVEMBER 25. COLUMBUS AIRCRAFT DIVISION TELEPHONED AF/W DECEMBER 9 AND SAID THAT RI EXECUTIVES FROM THE U.S. HAD TWICE BRIEFED AMBASSADOR EASUM ABOUT THE PROJECT IN OCTOBER AND THAT DEPARTMENT WOULD SOON RECEIVE, IF IT HAD NOT ALREADY RECEIVED, REQUEST FROM EMBASSY FOR APPROVAL IN PRINCIPLE. (REFTEL ARRIVED LATER SAME DAY.) ROCKWELL EXECUTIVES FROM WASHINGTON AND COLUMBUS BRIEFED DOD/ISA/DSSA, AF/W, AND AF/I ABOUT PROJECT ON DECEMBER 16. COMPANY EXECUTIVES SAID RI HAS GIVEN EMBASSY DOCUMENTATION ON THE PROJECT AND REPEATED THEIR UNDERSTANDING THAT EMBASSY HAS ALREADY RECEIVED LETTER FROM FMG REQUESTING USG APPROVAL. DEPARTMENT REPLIED THAT EMBASSY HAS INFORMED WASHINGTON ABOUT CONVERSATIONS WITH REP VON GLAHN BUT FMG LETTER NOT YET RECEIVED AND THEREFORE USG REPLY NOT YET NECESSARY. EXECUTIVES SAID RI IS WORKING THROUGH VON GLAHN BUT THEY NOT CERTAIN THEY WILL STICK WITH HIM AND, IN ANY EVENT, THERE IS NO CONTRACT BETWEEN RI AND VON GLAHN.

4. RI EXECUTIVES SAID TRAINING PROJECT, EVEN AFTER BEING SCALED DOWN TO 125 PILOTS PER YEAR, WOULD REQUIRE AS MANY AS 500 U.S. TECHNICIANS BEING SENT TO NIGERIA. THEY ALLEGED THAT UNDER FMS SALE RI WOULD BE UNDER CONTRACT TO U.S. NAVY AND USG WOULD THEREFORE BE RESPONSIBLE FOR NEGOTIATING CONDITIONS AND PRIVILEGES OF RI PERSONNEL IN CONFIDENTIAL

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NIGERIA. THE EXECUTIVES SAID THIS WAS ONE REASON RI PREFERRED FMS RATHER THAN COMMERCIAL CONTRACT. IF EMBASSY RECEIVES FMG LETTER IN IMMEDIATE FUTURE, RI EXECUTIVES IMAGINED THAT ALL NECESSARY APPROVALS (STEP G, PAR 4, REFTEL) COULD BE OBTAINED BY MARCH 1976.

5. ACTION REQUESTED. EMBASSY COMMENT ON ANY OF THE FOREGOING WOULD BE APPRECIATED. COULD EMBASSY VERIFY THAT IT

HAS HAD CONTACT WITH RI REPRESENTATIVES OTHER THAN VON GLAHN? ALSO PLEASE REPORT ANY REACTIONS IN NIGERIA TO THE REUTERS STORY AND SUBSTANCE OF ANY EMBASSY STATEMENTS TO PRESS.

6. SINCE DRAFTING THE FOREGOING, COLUMBUS AIRCRAFT DIVISION HAS TELEPHONED AF/W ABOUT THE REUTERS STORY WHICH IN VERSION RECEIVED BY RI, IS SOMEWHAT LONGER THAN AS QUOTED IN PAR 1 AND ASSERTS THAT THE DEAL WILL BE COMMERCIAL, I.E., WILL NOT REQUIRE CONGRESSIONAL REVIEW.

ROCKWELL HAS NO KNOWLEDGE SOURCE OF REUTERS STORY, SPECULATES THAT IT COULD HAVE BEEN LEAKED TO REUTERS BY HAWKER SIDDELEY IN U.K. DESK OFFICER TOLD ROCKWELL ABOUT REUTERS PHONE CALLS DECEMBER 15 AND 17.

7. ROCKWELL SPOKESMAN SAID HE HAD TELEPHONED VON GLAHN SINCE THE APPEARANCE OF THE REUTERS STORY, AND VON GLAHN DENIED ANY KNOWLEDGE ITS ORIGIN. TWO DAYS AGO RI TELEPHONED AIRA WHO IS SAID TO HAVE SAID LETTER FROM FMG EXPECTED ON OR ABOUT JANUARY 10.

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## Message Attributes

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